A3948-1.54

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 5 July 1990

SOUTHERN REGION (SCPA)

Alabama A&M University
University of Alabama
University of Alabama-Engineering
University of Alabama-Birmingham
Auburn University
Augusta College
Bellarmine College
Berry College
Catawba College
University of Central Florida
Centre College
The Citadel, Military College of South Carolina
Clemson University
Duke University
Duke University-Fuqua School of Business
Eastern Kentucky University
East Tennessee State University
Elon College
Emory University-Business
Florida Atlantic University
Florida Institute of Technology
Florida State University
University of Florida
Georgia College
Georgia Institute of Technology
Georgia Southern College
Georgia Southwestern College
Georgia State University
University of Georgia
Hampton University
Jacksonville University
University of Kentucky
Louisiana College
Louisiana State University
University of Louisville
Mars Hill College
Mary Washington College
Memphis State University
Middle Tennessee State University
Millsaps College
Mississippi State University
University of Mississippi
Morehead State University
Morris College
North Carolina A&T State University
North Carolina Central University
North Carolina State University - Textiles
University of North Carolina - Asheville
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Northeast Louisiana University
Northern Kentucky University
University of North Florida
Oglethorpe University
Old Dominion University
Presbyterian College
Queens College
Randolph-Macon Woman's College
Rollins College
University of South Alabama
University of South Carolina
University of South Carolina-Aiken
University of South Carolina - Coastal
Southern College of Technology
University of Southern Mississippi
University of South Florida
Spring Hill College
Tennessee Tech University
University of Tennessee - Chattanooga
University of Tennessee - Knoxville
Tulane University
Valdosta State College
Vanderbilt University
Vanderbilt Unviersity - Owen Graduate School of Management
Virginia Tech & State University
University of Virginia
Wake Forest University
Wake Forest University - Babcock Graduate School of Management
Western Carolina University
Western Kentucky University
West Georgia College
College of William & Mary
Winthrop College
Wofford College
Xavier University of Louisiana

The career planning & placement offices that participate in the Salary Survey are divided into seven geographic regions. The participants listed above comprise the **Southern** Region.

The data are based on salary offers made to students graduating between September 1, 1989 and August 31, 1990. Tables on pages 1 through 8 list data on both regional and national levels for the inferim period (May 2, 1990, through June 4, 1990) and cumulatively (September 1, 1989, and June 4, 1990).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 5/2/90 THROUGH 6/4/90

CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	155	1667	$25777	$26627	$31000	$26300	$20400	442	4340	$25548	$26496	$30300	$26000	$20195
BUSINESS ADMIN (INCL MGMT	116	680	22590	23688	27000	22000	18000	191	1263	22103	23318	27000	21500	18000
DISTRIBUTION MANAGEMENT	5	26	21860	24580	*	*	*	10	73	22545	25376	*	*	*
ECONOM & FINANCE (BANKING	211	1114	24612	25527	30500	24000	19500	318	1882	24234	25158	31000	24000	18500
HOTEL/RESTAURANT MGMT.	+	88	+	21306				1	120	18000	20951	*	*	*
HUMAN RSRCS (incl LABOR R	21	49	22140	22514	27500	20000	18000	55	104	23595	23176	28875	24000	18000
MANAGEMENT INFO SYSTEMS	9	192	30511	27595	*	*	*	35	475	26957	27493	32200	27600	20000
MARKETING/MARK MGMT (RESR	108	795	22770	23902	29700	21500	18000	223	1536	22342	23447	27000	22000	18000
REAL ESTATE	+	6	+	20850				3	24	17553	24353	*	*	*
COMMUNICATIONS														
ADVERTISING	5	40	17700	22044	*	*	*	21	65	17317	20599	20000	17000	14000
COMMUNICATIONS	23	115	20961	21435	25000	20000	18000	42	264	20710	20898	25000	20000	15600
JOURNALISM	4	51	24150	20602	*	*	*	16	103	19434	19004	*	*	*
TELECOMMUN/BROADCASTING	8	51	17735	21250	*	*	*	11	64	17533	20610	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	24	75	21087	19837	24000	20800	18075	95	374	20686	19144	24000	20163	18343
PRE-ELEMENTARY EDUCATION	1	4	20000	19125	*	*	*	6	27	19816	17130	*	*	*
PHYSICAL EDUCATION	3	9	19842	20580	*	*	*	10	44	20396	19373	*	*	*
SPECIAL EDUCATION	9	27	21331	19754	*	*	*	18	86	20632	19827	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	1	11	25000	18682	*	*	*	1	12	25000	18292	*	*	*
TEXTILES & CLOTHING	10	101	26100	20759	*	*	*	12	133	25658	20814	*	*	*
MERCHANDISING MANAGEMENT	4	18	22775	20617	*	*	*	10	53	20643	19792	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	5	23	20573	24304	*	*	*	9	38	20074	23157	*	*	*
LETTERS (incl English, Li	24	85	23646	22374	29000	22750	20000	37	157	22507	20918	28000	22000	18500
VISUAL & PERFORMING ARTS	2	18	27000	24362	*	*	*	10	68	23301	20461	*	*	*
HUMANITIES - OTHER	5	49	25596	22737	*	*	*	7	104	24926	23659	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	4	16	18123	19616	*	*	*	6	31	19081	20111	*	*	*
HISTORY	13	39	23477	23738	*	*	*	16	60	23197	22558	*	*	*
POLITICAL SCIENCE/GOVT	23	71	25739	24529	30000	26300	20000	44	150	23475	23673	30000	23300	18500
PSYCHOLOGY	29	96	21596	21047	27000	21000	16000	44	183	20785	20474	27000	20300	16000
SOCIOLOGY	4	18	18001	19217	*	*	*	7	44	20515	20152	*	*	*
SOCIAL SCIENCES-OTHER	11	90	20775	23040	*	*	*	14	122	20395	22179	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	19	101	30043	30333	*	*	*	20	278	30166	30465	32500	30330	27500
AGRICULTURAL	1	21	19000	30530	*	*	*	1	53	19000	30090	*	*	*
ARCHITECTURAL	+	26	+	28053				+	57	+	29143			
BIOENGINEERING & BIOMEDIC	3	17	34600	30216	*	*	*	9	47	34180	30515	*	*	*
CHEMICAL	103	638	34926	34855	37000	35400	32000	213	1873	35158	35084	37200	35400	33400
CIVIL	60	506	28792	28105	33000	28000	25000	95	1146	28825	28040	33000	28500	25000
COMPUTER	23	111	29172	31009	32500	30000	26252	28	331	29337	31212	33400	30113	26252
ELECTRICAL/ELECTRONIC	169	1077	31689	31779	35000	32240	26252	285	2624	31459	31817	35000	31900	26252

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 5/2/90 THROUGH 6/4/90

CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	3	+	$28304				+	5	+	$28822			
INDUSTRIAL	40	273	$29329	30034	$33300	$30120	$23000	70	855	$29707	30608	$33300	$30000	$25300
MECHANICAL	175	1048	31973	31944	35700	32500	27000	300	2795	31679	32166	35500	32200	26252
METALLURGICAL	8	54	31900	32427	*	*	*	15	161	31088	32412	*	*	*
MINING (INCL GEOLOGICAL)	+	14	+	28747				+	40	+	29483			
NUCLEAR	1	13	26252	29860	*	*	*	1	35	26252	30863	*	*	*
PETROLEUM	+	38	+	35266				3	138	29447	35448	*	*	*
TEXTILE	+	+	+	+				3	3	33669	33669	*	*	*
ENGINEERING TECHNOLOGY	13	124	28628	28580	*	*	*	22	299	29079	28905	34800	28000	25000
INDUSTRIAL TECHNOLOGY	1	37	22000	30362	*	*	*	6	63	24467	28543	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	3	35	20200	21000	*	*	*	8	106	22121	21896	*	*	*
ANIMAL SCIENCES	+	20	+	20877				+	42	+	19188			
PLANT SCIENCES	+	5	+	20431				+	28	+	21469			
NATURAL RESOURCES	2	8	18153	18281	*	*	*	2	16	18153	18572	*	*	*
OTHER AGRICULTURAL SCIENC	5	20	20400	24600	*	*	*	10	49	22412	24066	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	55	419	28173	29794	32500	28800	23000	125	1018	27799	29730	32500	28500	21008
COMPUTER PROGRAMMING	7	26	29787	28304	*	*	*	22	70	29867	28611	33760	30800	27836
INFORMATION SCIENCES & SY	14	154	26329	28628	*	*	*	27	345	26652	28463	31000	27836	22000
SYSTEMS ANALYSIS	6	10	32167	32500	*	*	*	6	14	32167	31603	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	+	35	+	27941				1	84	22000	26943	*	*	*
HEALTH SCIENCES	+	5	+	21410				1	28	16800	20513	*	*	*
NURSING	2	96	20032	28599	*	*	*	4	120	25516	28206	*	*	*
PHARMACY	4	19	41458	39614	*	*	*	6	39	38305	36627	*	*	*
SCIENCES														
ACTUARIAL	+	4	+	29400				+	64	+	27722			
ARCHITECTURAL & ENVIRONME	14	20	24919	25283	*	*	*	19	79	25828	25186	*	*	*
BIOLOGICAL	12	27	21844	22059	*	*	*	16	62	21789	21442	*	*	*
CHEMISTRY	5	37	26120	27267	*	*	*	11	107	27782	28226	*	*	*
GEOLOGY & GEOLOGICAL SCI	1	5	25000	25760	*	*	*	1	25	25000	23185	*	*	*
MATHEMATICS	31	120	26320	27330	30000	27000	22000	51	254	24559	26686	29000	24750	19493
PHYSICS	+	25	+	30674				+	42	+	29530			
OTHER PHYSICAL & EARTH SC	+	6	+	20900				1	9	30000	21078	*	*	*
POLYMER SCIENCE	1	6	27000	32234	*	*	*	1	6	27000	32234	*	*	*
TEXTILE SCIENCE	+	+	+	+				24	24	26861	26861	29000	26800	25000
TOTALS	1615	10827						3121	25433					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	122	1213	$26738	$27337	$31000	$27000	$23000	376	3335	$26140	$26936	$31000	$26040	$22000
ACCOUNTING (PRIVATE)	42	545	24053	25511	28000	25000	19500	85	1121	24279	25266	28500	25300	19850
COMMERCIAL BANKING (CNSMR	81	134	21332	21869	24000	22000	18500	125	225	20863	21435	24000	21000	18500
COMMERCIAL BANKING (LENDG	24	179	23667	24474	25500	23000	21000	35	265	22746	24013	25000	23000	20000
INVESTMT BANKING (CORP FN	6	53	27584	29190	*	*	*	7	80	27586	28795	*	*	*
INVESTMT BANKNG (M & A)	2	8	24500	27126	*	*	*	2	16	24500	26946	*	*	*
INVESTMT BANKG (REAL EST)	*	2	*	26500				1	14	19000	25299	*	*	*
INVESTMT BANKG (SALES & T	3	16	26333	26362	*	*	*	9	28	21278	23387	*	*	*
FINANCIAL/TREASURY ANALYS	36	307	26972	27084	30500	28000	22000	52	584	27026	26925	31500	28000	22000
PORTFOLIO MGMT/BROKERAGE	6	33	26000	25473	*	*	*	10	72	23400	23689	*	*	*
UNDERWRITING	17	105	24798	23999	*	*	*	26	157	24793	23619	28000	25000	20400
INSURANCE - CLAIMS	8	53	23535	23717	*	*	*	20	116	22399	22829	26000	22000	18000
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	*	7	*	25357				1	25	27000	21642	*	*	*
MEDIA PLANNING	*	11	*	20793				3	21	16333	20388	*	*	*
REPORTING	1	8	12000	16750	*	*	*	2	21	14500	16548	*	*	*
PRODUCTION	1	28	21500	26139	*	*	*	6	53	22933	25639	*	*	*
PUBLIC RELATIONS	8	37	20025	19619	*	*	*	14	76	18684	20277	*	*	*
WRITING / EDITING	2	33	19800	19280	*	*	*	3	65	18600	18634	*	*	*
MARKETING														
ADVERTISING	3	29	17000	22229	*	*	*	12	63	17875	20971	*	*	*
BRAND/PRODUCT MANAGEMENT	18	104	26732	24444	*	*	*	28	208	26064	25131	33000	24500	20000
BUYER/MERCHANDISING	35	318	23913	22962	27000	24000	19760	50	457	23363	22963	27000	23000	19330
DISTRIBUTION	3	61	22233	25188	*	*	*	13	118	22436	26057	*	*	*
MARKET RESEARCH	4	29	26720	26578	*	*	*	9	76	25287	25754	*	*	*
PURCHASING	1	21	16000	24059	*	*	*	3	54	21233	23868	*	*	*
SALES	147	767	25264	24957	32100	25000	18000	261	1583	24379	24809	32000	24000	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GEML	3	16	20267	21968	*	*	*	7	38	17871	21138	*	*	*
FINANC,TAXA, MONETARY POL	5	34	23980	21948	*	*	*	15	69	22584	22658	*	*	*
ECONOMIC PROGRAMS	*	2	*	24250				1	16	24000	26362	*	*	*
LAW ENFORCEMENT	2	9	18491	19931	*	*	*	3	33	18825	25790	*	*	*
MILITARY	9	18	23000	24428	*	*	*	30	98	22802	22179	30000	22000	16304
NATIONAL SECURITY	1	6	20000	25566	*	*	*	1	9	20000	26010	*	*	*
URBAN / REGIONAL PLANNING	*	6	*	24615				1	17	27500	25212	*	*	*
ENGINEERING														
BIOENGINEERING	*	40	*	34606				*	61	*	33056			
DESIGN / CONSTRUCT	105	661	30012	29472	34200	30000	26200	148	1532	30012	29916	34200	30000	26000
ENVIRONMENTAL/SANITATION	13	93	32842	29614	*	*	*	18	206	31751	29377	*	*	*
MANUFACTURING/INDUSTRIAL	100	575	31675	31741	35580	32500	26200	181	1634	31639	32020	35900	32136	27000
SYSTEMS / PROGRAMMING	17	125	31397	30933	*	*	*	26	372	31149	31087	33280	31500	28800
POWER SYSTEMS	29	151	30215	31525	33120	31700	26000	41	391	30157	31734	33125	31360	26000
SOFTWARE DESIGN & DEVELOP	20	157	29765	31612	32240	30550	27000	40	346	29811	31685	32700	30363	26252
HARDWARE DESIGN & DEVELOP	17	129	31421	32899	*	*	*	21	294	30895	32491	34000	33000	26252

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	42	178	$32741	$32452	$37100	$33900	$27360	74	578	$32699	$32316	$37320	$33400	$27000
TESTING	22	98	28980	29773	33000	30080	25300	29	243	29375	30307	33000	30160	25020
PROCESS ENGINEERING	92	455	35044	34825	37000	35450	33500	182	1390	35095	34985	37000	35210	33400
PROJECT ENGINEERING	64	511	31357	31743	35000	32310	26252	118	1130	31599	32200	35000	32220	26252
OTHER ENGINEERING	52	775	31099	31061	34800	31900	26000	144	2117	30850	31347	34800	31500	25343
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	1	11	18000	22485	*	*	*	5	31	18283	22633	*	*	*
INDUSTRIAL HYGIENE	1	1	16000	16000	*	*	*	1	1	16000	16000	*	*	*
MEDICAL TECHNOLOGY	1	15	12438	24433	*	*	*	3	26	16146	23239	*	*	*
NURSES / PERSONAL CARE	2	93	20032	28376	*	*	*	4	120	25516	27965	*	*	*
OCCUPATIONAL THERAPY	+	1	+	26000				1	19	20000	25981	*	*	*
PHARMACIST	3	16	43667	40860	*	*	*	3	26	43667	38746	*	*	*
PHYSICAL THERAPY	+	21	+	31310				+	42	+	29364			
RESPIRATORY THERAPY	+	2	+	32975				3	8	28427	25716	*	*	*
OTHER HEALTH RELATED	3	19	18333	21869	*	*	*	8	56	20067	20839	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	2	18	18875	18758	*	*	*	5	37	19110	18412	*	*	*
COUNSELING	3	19	15000	16660	*	*	*	6	56	16025	16881	*	*	*
FUNDRAISING / DEVELOPMENT	1	10	20000	14850	*	*	*	3	16	18133	15788	*	*	*
SOCIAL WORK	2	17	17372	16675	*	*	*	5	42	17850	17617	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	45	415	26722	28511	32000	27020	20000	110	943	27060	28557	33000	27918	19473
INFORMATION SYSTEMS	40	217	27178	28097	32000	28000	23000	67	473	26625	28076	31100	27183	21600
SYSTEMS ANALYSIS & DESIGN	16	191	29520	29148	*	*	*	32	488	28261	29625	32000	28650	23917
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	3	28	29650	28007	*	*	*	4	95	29238	30069	*	*	*
AGRICULTURE/NAT'L RESOURC	6	39	18134	19315	*	*	*	10	130	19858	20180	*	*	*
ARCHITECTURE	4	7	16515	20166	*	*	*	5	23	17212	21479	*	*	*
CONSULTING	62	363	30012	28790	33000	31000	25500	81	758	30075	28778	33000	31000	25500
HUMAN RESRCS /INDUS RELS	13	74	24008	23662	*	*	*	19	123	23632	23497	*	*	*
MANAGEMENT TRAINEE	191	901	21892	22461	27000	20600	18200	341	1735	22132	22273	28000	21000	18000
MATH/STATISTICIANS	5	13	27510	26354	*	*	*	6	29	26636	24446	*	*	*
PARALEGAL	1	20	14000	21123	*	*	*	1	30	14000	19773	*	*	*
RESEARCHERS NON-TECHNICAL	3	7	22497	20096	*	*	*	5	31	21298	20944	*	*	*
RESEARCHERS - TECHNICAL	2	19	33166	28085	*	*	*	3	53	32444	27806	*	*	*
TEACHING	42	150	21012	19534	23760	20800	18275	157	635	20593	19179	24000	20300	18000
TOTALS	1615	10827						3121	25433					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SCPA REGIONAL Report No. 5 JULY 1990

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	20	104	$31763	$29708	$36600	$30750	$27000	48	282	$30065	$29695	$35500	$30180	$24000
MBA--NON-TECH	42	314	34012	36462	42700	33000	25000	93	570	35551	36242	47000	34800	25000
MBA--TECH	10	62	37230	38289	*	*	*	34	125	38647	38281	45000	38000	31000
MS-BUSINESS	1	35	32000	35016	*	*	*	2	55	29000	34706	*	*	*
PUBLIC ADMINISTRATION	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	1	177	27206	37474	*	*	*	3	215	26302	37430	*	*	*
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	3	32	29000	32387	*	*	*	13	57	29186	31708	*	*	*
MANAGEMENT INFORMATION SY	2	27	36150	33504	*	*	*	2	46	36150	34003	*	*	*
MARKETING/MKTNG MGT (RESE	+	67	+	35968				3	79	26604	35903	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				+	+	+	+			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	4	+	24561				+	8	+	25555			
JOURNALISM	+	2	+	24500				+	2	+	24500			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	24000				2	14	25365	26509	*	*	*
ELEMENTARY EDUCATION	+	+	+	+				8	24	24497	22337	*	*	*
PHYSICAL EDUCATION	+	1	+	15996				1	6	24500	30765	*	*	*
READING EDUCATION	+	+	+	+				+	1	+	22000			
SPECIAL EDUCATION	+	1	+	22020				2	27	21684	22300	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				1	2	26000	24350	*	*	*
LETTERS	+	1	+	23000				+	4	+	19250			
VISUAL & PERFORMING ARTS	+	5	+	26797				+	7	+	24712			
HUMANITIES - OTHER	+	+	+	+				1	2	20000	21500	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	1	+	20000			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	1	4	25000	25251	*	*	*	1	30	25000	24800	*	*	*
SOCIOLOGY	+	2	+	22000				1	3	17500	20500	*	*	*
SOCIAL SCIENCES - OTHER	+	4	+	26535				3	9	21956	24313	*	*	*

continued

SCPA REGIONAL Report No. 5 JULY 1990

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	28	+	$35295				3	58	$33597	$35343	*	*	*
AGRICULTURAL	+	1	+	40000				+	6	+	36450			
BIOENGINEERING & BIOMEDIC	+	2	+	37000				+	4	+	36500			
CHEMICAL	39	81	$39160	38738	$39800	$39300	$36840	59	133	38897	38055	$39800	$39000	$36840
CIVIL	7	79	32300	32476	*	*	*	9	192	33200	32260	*	*	*
COMPUTER	7	11	33094	33923	*	*	*	15	31	32821	34395	*	*	*
ELECTRICAL/ELECTRONIC	20	115	36308	37991	39600	37620	31490	33	291	35883	37376	39000	36000	31490
INDUSTRIAL	1	14	34200	35507	*	*	*	4	70	30774	35928	*	*	*
MECHANICAL	5	90	34100	36933	*	*	*	21	248	35267	36964	37200	35500	33000
METALLURGICAL	+	8	+	35838				+	29	+	36766			
MINING & MINERAL	+	4	+	39345				+	5	+	37476			
NUCLEAR	2	9	35745	38877	*	*	*	2	18	35745	36635	*	*	*
PETROLEUM	+	1	+	35000				1	26	40800	38067	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	1	4	29300	28900	*	*	*	2	11	31774	26823	*	*	*
HEALTH SCIENCES	+	2	+	27500				+	9	+	20402			
NURSING	+	+	+	+				+	2	+	34900			
SCIENCES														
AGRICULTURAL & NATL RESOU	2	10	18000	24800	*	*	*	2	11	18000	23855	*	*	*
ARCHITECTURAL & ENVIRONME	+	5	+	29300				+	8	+	28037			
BIOLOGICAL	+	2	+	33090				+	8	+	30353			
CHEMISTRY	2	6	31500	32393	*	*	*	4	21	32175	31907	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	15	81	35734	36425	*	*	*	29	167	34048	36656	38500	35900	27400
SCIENCES														
GEOLOGY & RELATED GLJLOGI	1	19	32240	34508	*	*	*	4	53	31112	33560	*	*	*
MATHEMATICS (INCL ACTUARI	5	14	29682	29243	*	*	*	9	32	28145	30345	*	*	*
PHYSICS	1	2	31490	33995	*	*	*	3	11	30413	30560	*	*	*
POLYMER	1	7	47200	37703	*	*	*	1	9	47200	37098	*	*	*
TOTALS	189	1438						419	3022					

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 5/2/90 THROUGH 6/4/90

CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	23	128	$42063	$42445	$49000	$42000	$35000	69	316	$43561	$44262	$53000	$41600	$34000
MBA--TECH	7	34	44743	44693	*	*	*	14	96	43940	48339	*	*	*
OVER 2 TO 4 YEARS														
MBA--NON-TECH	27	130	42896	41806	55000	42000	33000	126	389	46089	46565	57000	45000	35000
MBA--TECH	6	43	45300	46995	*	*	*	48	188	46254	51381	53000	46000	40000
OVER 4 YEARS														
MBA--NON-TECH	19	119	46148	45209	*	*	*	57	275	47556	46451	58500	47000	36000
MBA--TECH	3	49	44500	49302	*	*	*	16	122	54963	53407	*	*	*
TOTALS	85	503						330	1386					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/2/90 THROUGH 6/4/90							CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				1	1	$38000	$38000	*	*	*
COMPUTER & INFOR SCIENCES	+	6	+	$54067				+	8	+	53050			
ECONOMICS	+	+	+	+				+	3	+	44000			
EDUCATION														
EDUCATION ADMINISTRATION	+	6	+	45917				4	20	31950	43487	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	1	4	$26000	29250	*	*	*	1	6	26000	30340	*	*	*
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
HUMANITIES	+	+	+	+				1	1	24000	24000	*	*	*
PSYCHOLOGY	+	+	+	+				+	6	+	32167			
SOCIOLOGY	+	2	+	32502				+	2	+	32502			
SOCIAL SCIENCES	+	+	+	+				1	5	28200	30600	*	*	*
ENGINEERING														
AEROSPACE	+	1	+	36600				+	4	+	45398			
CHEMICAL	9	51	52033	50397	*	*	*	11	132	52042	50570	*	*	*
CIVIL	1	6	36000	43083	*	*	*	1	9	36000	43632	*	*	*
COMPUTER	+	3	+	41000				+	4	+	45000			
ELECTRICAL/ELECTRONIC	+	8	+	50275				+	33	+	52887			
INDUSTRIAL ENGINEERING	+	+	+	+				+	2	+	51500			
MECHANICAL	+	9	+	51065				1	25	37634	48708	*	*	*
METALLURGICAL	+	2	+	41000				+	18	+	47583			
SCIENCES														
AGRICULTURE & NAT'L RESRC	1	7	45000	38714	*	*	*	1	14	45000	37971	*	*	*
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	50	+	46123				3	105	48332	45393	*	*	*
GEOLOGICAL SCIENCES	+	2	+	37170				+	11	+	37145			
MATHEMATICS	+	2	+	44000				1	6	28000	37833	*	*	*
PHYSICS	+	2	+	41250				+	11	+	41361			
POLYMER	+	3	+	46333				1	7	45000	46857	*	*	*
TOTALS	12	164						27	433					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26008 344 34000/22000		23000 1	21936 14			28000 1	29000 1	
BUSINESS ADMIN (INCL MGMT	24067 3	17500 1		21958 26 31000/18000	19500 1	21800 2	26933 3	27535 4	23500 1
DISTRIBUTION MANAGEMENT							23800 1		
ECONOM & FINANCE (BANKING	26918 21 31000/25500		22000 1	21777 108 34000/18000	26615 13	26300 5	27560 5	30772 25 40000/26500	
HUMAN RSRCS (incl LABOR R		25000 1		24167 6					
MANAGEMENT INFO SYSTEMS	32000 1			19000 1	26950 1	31100 1	26666 11	29571 7	
MARKETING/MARK MGMT (RESR		23500 2		21500 16	19500 1	24000 5	21142 12	31867 3	
ADVERTISING		17924 11		24000 1		15300 2			
COMMUNICATIONS		15775 4		23700 5		24333 3	20000 1		
JOURNALISM		15450 2				16000 2			
TELECOMMUN/BROADCASTING				18000 1		18625 4			
FOREIGN LANGUAGES				18500 3		22000 1			
LETTERS (incl English, Li	30500 1			20563 8	30000 1	20000 1	29000 1		
HUMANITIES - OTHER				18500 1		27000 1		32200 1	
HISTORY			20000 1	22667 3	32000 1	24000 1	28200 1		
POLITICAL SCIENCE/GOVT				21714 7	20000 1		28650 2	30525 4	
PSYCHOLOGY				21000 6					
SOCIAL SCIENCES-OTHER				19706 8					
AEROSPACE & AERONAUTICAL								27500 1	
BIOENGINEERING & BIOMEDIC					36000 1			34500 2	
CHEMICAL								32980 2	
CIVIL								27767 15	27888 8
COMPUTER					36000 1		30704 2	31900 2	

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ELECTRICAL/ELECTRONIC			32200 1			33471 7	31904 14	29980 19	32955 4
INDUSTRIAL								29080 5	30800 2
MECHANICAL			32500 1			32350 2		29904 9	30420 5
ENGINEERING TECHNOLOGY							26700 2	26000 1	28000 1
COMPUTER SCIENCE				26500 1	29500 2	32000 1	28552 29 34800/26200	29488 8	23000 1
COMPUTER PROGRAMMING							30333 3	32333 3	
INFORMATION SCIENCES & SY						27100 4	24850 6	29733 3	
SYSTEMS ANALYSIS						32000 2		33000 2	
ARCHITECTURAL & ENVIRONME			16515 4						27000 1
BIOLOGICAL								25000 3	
CHEMISTRY					31250 2			27500 2	
GEOLOGY & GEOLOGICAL SCI									25000 1
MATHEMATICS	36000 1			22667 6	26000 1	26500 1	28033 6	28900 5	
TEXTILE SCIENCE							27000 1		

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING			19500 1	21500 2		21215 10			
BUSINESS ADMIN (INCL MGMT	20067 3	21500 2	19250 4	20935 15		20401 48 30000/18200			
DISTRIBUTION MANAGEMENT						20250 2			
ECONOM & FINANCE (BANKING	25377 15	18200 1	20500 3	25853 26 31000/22000		20594 28 28000/18500	17000 1		
HOTEL/RESTAURANT MGMT.			18000 1						
HUMAN RSRCS (incl LABOR R	21750 2	26000 1	18233 3	23157 21 33000/18000		20600 1	17250 2		
MANAGEMENT INFO SYSTEMS	27963 2			19500 1		19000 1			
MARKETING/MARK MGMT (RESR	19575 4	19667 3	21250 2	21928 12		20295 69 26000/18000	19000 1	22100 3	
REAL ESTATE	20160 1			12000 1					
ADVERTISING	16000 1			18000 1		19750 2			11000 1
COMMUNICATIONS	21000 1	20000 1		26000 1		20812 17			
JOURNALISM						20500 3			16500 2
TELECOMMUN/BROADCASTING				16640 2					
PHYSICAL EDUCATION		16000 1							
HUMAN ECOLOGY (HOME ECONO						25000 1			
MERCHANDISING MANAGEMENT						19548 9			
FOREIGN LANGUAGES						21389 3			
LETTERS (incl English, Li		22000 1		26000 3		21143 7			23000 1
VISUAL & PERFORMING ARTS						24875 4			
CRIMINAL JUSTICE						18000 3			
HISTORY		23000 1		20000 1		21500 2			
POLITICAL SCIENCE/GOVT	30000 1			33000 2		21133 12			
PSYCHOLOGY						23319 16	21000 2		

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE 90th: 22080 / 10th: 18330 PART 2 - PAGE 2

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
SOCIOLOGY				26500 2		18630 2			
SOCIAL SCIENCES-OTHER				24500 1	14000 1				
COMPUTER						17000 1			
ELECTRICAL/ELECTRONIC						24667 3	36400 1	25343 1	
ENGINEERING TECHNOLOGY						18000 1			
AGRIBUSINESS						20600 1			
COMPUTER SCIENCE	22265 1			27300 5		25000 2		25353 1	
COMPUTER PROGRAMMING	28500 1			27836 1					
INFORMATION SCIENCES & SY	25000 1			26240 5					
ALLIED HEALTH						22000 1			
MATHEMATICS	26000 1			24800 6		20900 2			

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING	35000 1			26120 2	17748 2	20982 5	22655 8	22670 2	
BUSINESS ADMIN (INCL MGMT			19500 2	20000 1	20172 3	17676 7	18382 4	18000 1	26000 1
DISTRIBUTION MANAGEMENT			22000 1						
ECONOM & FINANCE (BANKING	32000 1		22333 3	24640 5		21795 10			
HUMAN RSRCS (incl LABOR R			25000 1				18750 1		
MANAGEMENT INFO SYSTEMS		20000 1				20000 1			
MARKETING/MARK MGMT (RESR		20000 1	24375 4	23500 2		19234 4		17500 2	19413 1
REAL ESTATE	20500 1								
COMMUNICATIONS			18000 1	20100 1					
JOURNALISM					12000 1				15500 1
TELECOMMUN/BROADCASTING						13000 1	21600 1		
ELEMENTARY EDUCATION					20592 93 30000/18343	28000 1			
PRE-ELEMENTARY EDUCATION					19969 5		19050 1		
PHYSICAL EDUCATION					20884 9				
SPECIAL EDUCATION					20648 17		20350 1		
TEXTILES & CLOTHING					19900 1				
FOREIGN LANGUAGES					21000 1	18000 1			
LETTERS (incl English, Li		22000 2			20964 7				
VISUAL & PERFORMING ARTS					22251 6				
HUMANITIES - OTHER					22000 1				24000 1
CRIMINAL JUSTICE					22500 1	19493 1	18491 1		
HISTORY				18000 1		24500 2	18954 1		
POLITICAL SCIENCE/GOVT			22100 1			20247 2	16967 3		

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
PSYCHOLOGY		19000 1	27500 1		18000 1	17667 3	16182 5		13678 3
SOCIOLOGY						18744 1			
SOCIAL SCIENCES-OTHER		20000 1	22880 1						
AEROSPACE & AERONAUTICAL						26930 2			
CHEMICAL				31500 1		27316 4	35000 2		
CIVIL			26971 7	31300 14		26031 10	26418 11		
COMPUTER				32167 3		26462 8			
ELECTRICAL/ELECTRONIC		36800 1		31400 29 34000/29910	33960 1	26757 33 36516/25343			
INDUSTRIAL			24600 1	31700 7		24990 10		26650 2	
MECHANICAL			31428 2	30685 13		25452 31 31490/21203	26252 1		
METALLURGICAL						26500 1			
NUCLEAR						26252 1			
ENGINEERING TECHNOLOGY				37680 1					
AGRIBUSINESS							21193 2		
NATURAL RESOURCES						16305 1	20000 1		
OTHER AGRICULTURAL SCIENC					25000 1		20500 1		
COMPUTER SCIENCE		30830 2		30733 3	21140 3	24850 12	22794 4		24000 2
COMPUTER PROGRAMMING					18412 1	29770 1	18168 1		
INFORMATION SCIENCES & SY				31000 1		19493 1			
HEALTH SCIENCES							16800 1		
NURSING								25516 4	
ARCHITECTURAL & ENVIRONME	32000 1								
BIOLOGICAL		30000 1			19000 1	20060 4	19000 1	12438 1	

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE 90th: 22080 / 10th: 18330 PART 3 - PAGE 3

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
CHEMISTRY		22500 1							
MATHEMATICS				30500 1	20376 8	21821 6			
OTHER PHYSICAL & EARTH SC									30000 1

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					24157 4	25850 2	18360 2	20827 3	28170 2
BUSINESS ADMIN (INCL MGMT	18000 1			20000 1	24800 2	21900 3	28000 1	20700 5	27429 7
DISTRIBUTION MANAGEMENT						23650 1		23533 3	24000 1
ECONOM & FINANCE (BANKING					29004 1	34000 1	30004 1	25500 2	27660 10
HUMAN RSRCS (incl LABOR R				18000 1		24000 1	22500 1		
MARKETING/MARK MGMT (RESR	16000 1						25350 2	25725 4	28571 9
COMMUNICATIONS	18800 1								
JOURNALISM									32000 1
ELEMENTARY EDUCATION				22140 1					
TEXTILES & CLOTHING							28500 1		
MERCHANDISING MANAGEMENT									30500 1
LETTERS (incl English, Li			18000 1						
HUMANITIES - OTHER					22500 1				28280 1
POLITICAL SCIENCE/GOVT		20000 1							
PSYCHOLOGY			16000 1						
SOCIOLOGY			16000 1						
AEROSPACE & AERONAUTICAL					30616 16				32100 1
BIOENGINEERING & BIOMEDIC							31324 1		34600 3
CHEMICAL					30300 1		35580 1		35097 99 38400/34000
CIVIL								27987 9	32957 7
COMPUTER							30225 1		29500 2
ELECTRICAL/ELECTRONIC					30879 18		30762 8	30423 4	34802 9
INDUSTRIAL							30650 4		30700 3

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MECHANICAL	26232 1				30479 14		31130 25 34740/29400	29783 12	33928 37 37200/31000
METALLURGICAL							34000 1		
PETROLEUM									29447 3
ENGINEERING TECHNOLOGY					27730 2		32933 3	33533 3	34000 1
INDUSTRIAL TECHNOLOGY							27000 1		
AGRIBUSINESS						22995 3			
OTHER AGRICULTURAL SCIENC						19405 4			29500 1
COMPUTER SCIENCE					31686 7			26000 4	32350 6
COMPUTER PROGRAMMING							31000 1		
INFORMATION SCIENCES & SY									28000 1
PHARMACY						34832 1			32000 2
ARCHITECTURAL & ENVIRONME								28129 13	
BIOLOGICAL									29200 1
CHEMISTRY									26733 3
MATHEMATICS									28000 1
POLYMER SCIENCE									27000 1
TEXTILE SCIENCE									29000 1

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE		METALS & METAL		MINING		PACKAGING & AL		PAPER & WOOD P		PETROLEUM & AL	
ACCOUNTING	30000	2	24333	3	26571	7			24925	2			23400	2	28260	5	26980	5
BUSINESS ADMIN (INCL MGMT	27600	1	25850	4	24271	7							29000	1	27000	1	27500	1
ECONOM & FINANCE (BANKING	26500	3	23667	3	23325	4	27125	4					24037	3	25100	5	28000	1
HUMAN RSRCS (incl LABOR R			20400	1	30000	1	21200	1							30000	1	28000	2
MANAGEMENT INFO SYSTEMS	28525	4	24600	1													30500	2
MARKETING/MARK MGMT (RESR	25175	8	22620	10	24785	14	25000	6	20503	2			24667	3			28700	2
ADVERTISING									13400	1								
COMMUNICATIONS	16250	2					19000	2							23500	2		
JOURNALISM	31500	1	23100	1											23250	1		
TELECOMMUN/BROADCASTING					12480	1												
LETTERS (incl English, Li	22000	1													25000	1		
POLITICAL SCIENCE/GOVT	27000	1													27150	2		
PSYCHOLOGY			24000	1											28000	1		
SOCIOLOGY			18600	1														
SOCIAL SCIENCES-OTHER															26500	1		
BIOENGINEERING & BIOMEDIC			32100	1											35400	1		
CHEMICAL			33800	2			35600	2					33500	2	35441 36500/35000	22	36276 39000/35000	37
CIVIL															28000	1	33514	7
COMPUTER	31000	2	29967	3													33500	1
ELECTRICAL/ELECTRONIC	33001	13	31693 39000/30000	60	42000	1			32865	11					34115	13	36700	5
INDUSTRIAL	32640	2	29647	12	33600	2			30180	3			29733	3	33000	1	34900	1
MECHANICAL			32144 35900/30700	52	32000	1			31585	11			31650	2	34466	19	34833	18
METALLURGICAL			35100	1					30807	3					34800	1		

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE 90th: 22080 / 10th: 18330 PART 5 - PAGE 2

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE	METALS & METAL		MINING	PACKAGING & AL		PAPER & WOOD P		PETROLEUM & AL	
TEXTILE													34000	1		
ENGINEERING TECHNOLOG	28000	1	29500	2				21600	1				26600	2		
INDUSTRIAL TECHNOLOGY								24000	1				33300	1	22000	1
OTHER AGRICULTURAL SCIENC											32500	1				
COMPUTER SCIENCE	27476	7	29173	6	26750	2		25750	2				29221	6		
COMPUTER PROGRAMMING	31423	8	30000	1												
INFORMATION SCIENCES & SY	29000	1	29000	1				24000	2						32200	1
CHEMISTRY													32400	1		
MATHEMATICS	24750	2			25200	1							27775	2		
TEXTILE SCIENCE			23000	1											31500	1

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING		RUBBER PRODUCT		SCIENTIFIC & I		STONE, CLAY, G		TEXTILES & APP		WIDELY DIVERSI		OTHER EMPLOYER	
ACCOUNTING			27950	4					22000	1	27050	2	23100	2
BUSINESS ADMIN (INCL MGMT	25000	1	23000	2	21500	1			24946	16	23250	2	25000	2
DISTRIBUTION MANAGEMENT													20900	1
ECONOM & FINANCE (BANKING	23000	1	24000	1			29400	1	24333	3	24000	1	22250	2
HUMAN RSRCS (incl LABOR R									28041	7				
MARKETING/MARK MGMT (RESR			25200	1	23000	4			25333	3	19750	4	27333	3
ADVERTISING									14000	1				
JOURNALISM	16200	1												
TELECOMMUN/BROADCASTING													20000	1
TEXTILES & CLOTHING									25950	10				
LETTERS (incl English, Li									32000	1				
HISTORY													27000	1
POLITICAL SCIENCE/GOVT			22500	2					26550	2	19000	1		
PSYCHOLOGY									30000	1			18000	2
SOCIAL SCIENCES-OTHER													20000	1
AGRICULTURAL											19000	1		
CHEMICAL	43800	1	35529	7	35600	1	36300	1	35261	15	34773	11	34000	2
CIVIL							28500	1			29850	2	29167	3
COMPUTER					33400	1			27000	1				
ELECTRICAL/ELECTRONIC			33600	1	30943	1	33850	4	34491	11	32666	6	29583	6
INDUSTRIAL			32100	1	32000	1	32000	1	30729	7	30498	2		
MECHANICAL			34686	7	33600	1			34826	16	32898	13	29543	7
METALLURGICAL							29940	5					31267	3

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
TEXTILE					34008 1		33000 1
ENGINEERING TECHNOLOGY		26000 1					
INDUSTRIAL TECHNOLOGY					27500 1		13000 1
AGRIBUSINESS						22500 2	
OTHER AGRICULTURAL SCIENC						19000 1	20000 1
COMPUTER SCIENCE		19500 2	25343 1		32250 2	28427 3	
COMPUTER PROGRAMMING		34008 1					
SYSTEMS ANALYSIS							31500 2
PHARMACY							43667 3
BIOLOGICAL					27250 1	14500 1	21000 2
CHEMISTRY				29000 1		24000 1	
MATHEMATICS							16000 1
TEXTILE SCIENCE					26708 20 29400/25000		

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	26072 370 34000/22000	18127 21 31644/14520	21667 3	21685 214 36000/18500	25997 19	22475 28 36000/16000	25051 38 34300/18500	30341 45 40000/26400	23500 1
BACHELOR - TECHNICAL	36000 1		21793 6	23214 7	31357 7	31171 17	28965 63 34800/25020	29458 82 38000/25000	29201 23 34320/26000

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	23525 30 34000/16500	20655 11	19514 14	23395 91 38000/18000	14000 1	20737 240 31200/18000	18750 6	22100 3	16750 4
BACHELOR - TECHNICAL	25441 4			26138 17		22127 11	36400 1	25348 2	

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	29167 3	20500 6	22732 15	23378 12	20578 148 30000/18000	20084 39 30000/16000	19376 26 26600/16500	19668 5	17993 7
BACHELOR - TECHNICAL	32000 1	30192 5	27626 10	31356 73 37680/29000	21520 15	25478 125 36516/20600	24595 25 36000/18528	23972 7	26000 3

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	17600 3	20000 1	16667 3	20047 3	24717 8	24881 8	24553 8	22969 17	28027 32 38700/24000
BACHELOR - TECHNICAL	26232 1				30689 58 35100/28500	22679 8	31193 46 36000/28000	28917 45 45000/25000	34023 182 39000/30360

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	25896 23 32100/20000	23372 25 31500/18600	24667 34 31096/20000	24438 13	20851 5		24657 9	26393 20 35000/23000	28061 13
BACHELOR - TECHNICAL	30736 36 38500/26500	31478 142 39000/29700	31414 7	35600 2	30501 34 37200/24000		31500 8	33705 71 38000/28800	35298 72 40200/33000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BACHELOR - NON TECHNICAL	21400 3	25200 10	22700 5	29400 1	25667 45 32000/22000	22260 10	23107 15
BACHELOR - TECHNICAL	43800 1	32810 20 38500/26000	31814 6	31608 13	31934 75 39500/26000	31015 43 38100/25000	29738 32 47000/22000

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	25996 348 34000/22000	24360 74 35000/20000	21620 5						26333 3
BUSINESS ADMIN (INCL MGMT	21700 1	18800 2	22127 15	21832 6					25418 3
ECONOM & FINANCE (BANKING	27308 22 31000/26000	25167 6	20943 67 32000/18000	23241 17	28401 4	24500 2	19000 1	22500 4	27128 37 32000/22000
HUMAN RSRCS (incl LABOR R				20000 1					
MANAGEMENT INFO SYSTEMS	32000 1								
MARKETING/MARK MGMT (RESR	33000 2	16000 1	19827 11	22250 2	19500 1				21916 2
ADVERTISING									16000 1
COMMUNICATIONS			23500 2	26000 2					
FOREIGN LANGUAGES			18500 2					18500 1	
LETTERS (incl English, Li	30500 1		20000 5	21250 2	30000 1				
HUMANITIES - OTHER			18500 1						
HISTORY			22500 2						32000 1
POLITICAL SCIENCE/GOVT	31000 1		20900 5	23750 2				20000 1	30000 1
PSYCHOLOGY		31000 1	18500 3	21000 1				18500 1	
SOCIAL SCIENCES-OTHER			19879 7					18500 1	
BIOENGINEERING & BIOMEDIC									36000 1
INDUSTRIAL		25500 1							
COMPUTER SCIENCE					30000 1				
CHEMISTRY									31250 2
MATHEMATICS				21250 2				26000 1	26000 1

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT		UNDERWRITING		INSURANCE - CL		DESIGN/GRAPHIC		MEDIA PLANNING		REPORTING		PRODUCTION		PUBLIC RELATIO		WRITING / EDIT	
BUSINESS ADMIN (INCL MGMT	20250	2	24176	3	19717	6							27500	1	17500	1		
ECONOM & FINANCE (BANKING	24417	6	25336	12	24880	3												
HUMAN RSRCS (incl LABOR R			23133	3	21750	4												
MARKETING/MARK MGMT (RESR	21000	1	24333	3	20350	2									18500	2		
REAL ESTATE			20160	1														
ADVERTISING									16500	2			15600	1	18700	2		
COMMUNICATIONS	26000	1											21000	1	20200	3		
JOURNALISM									16000	1	17000	1			19300	2	16200	1
TELECOMMUN/BROADCASTING					16640	1					12000	1	20000	2	12480	1	19800	2
LETTERS (incl English, Li			26500	2	25000	1									18000	1		
POLITICAL SCIENCE/GOVT			28000	1	38000	1									19000	1		
PSYCHOLOGY															21000	1		
SOCIOLOGY					22000	1												
SOCIAL SCIENCES-OTHER			24500	1														
ELECTRICAL/ELECTRONIC													33500	1				
MATHEMATICS					25700	1												
TEXTILE SCIENCE							27000	1										

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING			19300 1						19950 2
BUSINESS ADMIN (INCL MGMT		23700 11	21600 6	18200 1	23850 2		25143 21 32700/20500	16500 1	31000 1
DISTRIBUTION MANAGEMENT				22750 3			22600 3		
ECONOM & FINANCE (BANKING		29250 2	23217 7		30000 1	22500 1	24886 21 34300/21000		23090 9
HUMAN RSRCS (incl LABOR R		25000 1		27500 1			22950 18		
MANAGEMENT INFO SYSTEMS							32050 2		
MARKETING/MARK MGMT (RESR	23250 4	24914 7	21320 5	24783 6	22000 2	25200 1	23308 94 36000/18000		17400 2
REAL ESTATE							20500 1		
ADVERTISING	15333 6						19861 6	11000 1	
COMMUNICATIONS	15500 1	30000 1	22800 4	15500 1			19542 12	18800 1	
JOURNALISM	14000 1	20000 1					23930 5		
TELECOMMUN/BROADCASTING							18320 2		
HUMAN ECOLOGY (HOME ECONO			25000 1						
TEXTILES & CLOTHING							22500 3		
MERCHANDISING MANAGEMENT			19330 1				30500 1		
FOREIGN LANGUAGES							22400 2	18000 1	
LETTERS (incl English, Li			26167 3				22500 4		
VISUAL & PERFORMING ARTS			27000 3				18500 1		
HUMANITIES - OTHER							25445 4		
CRIMINAL JUSTICE								19000 1	
HISTORY			24000 1				23500 2		
POLITICAL SCIENCE/GOVT			23633 6				23275 8	19800 1	
PSYCHOLOGY			24650 10	13520 1		16000 1	20850 2		

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
SOCIOLOGY							18600 1		
SOCIAL SCIENCES-OTHER			20000 1		21440 2				
CHEMICAL							34900 4		
COMPUTER							23750 2		
ELECTRICAL/ELECTRONIC					34000 1		28643 7		
INDUSTRIAL							28147 3		
MECHANICAL		34295 4					30901 14		
METALLURGICAL							31467 3		
ENGINEERING TECHNOLOGY							25533 3		
AGRIBUSINESS							28000 1		
OTHER AGRICULTURAL SCIENC							29500 1		
PHARMACY							32000 2		
BIOLOGICAL							26600 2	22000 1	
CHEMISTRY					29000 1		26200 2		
GEOLOGY & GEOLOGICAL SCI							25000 1		
MATHEMATICS			22800 1				22000 1		25200 1
TEXTILE SCIENCE		24000 1					24800 2		

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
ACCOUNTING			19493 1	20000 1					
BUSINESS ADMIN (INCL MGMT			18445 4						23700 2
ECONOM & FINANCE (BANKING	24000 1		23164 3						
HUMAN RSRCS (incl LABOR R									28212 6
MARKETING/MARK MGMT (RESR			17869 2				26000 1		
ELEMENTARY EDUCATION			28000 1						
TEXTILES & CLOTHING							28500 1		28000 1
CRIMINAL JUSTICE		18992 2							
HISTORY			24500 2						
POLITICAL SCIENCE/GOVT			20247 2						
PSYCHOLOGY		18491 1	21000 1						
AEROSPACE & AERONAUTICAL							29305 12		
BIOENGINEERING & BIOMEDIC									34041 3
CHEMICAL			25000 1				36500 1	34400 4	35987 11
CIVIL					27500 1		27835 49 34600/25000	29996 11	32187 6
COMPUTER									30950 2
ELECTRICAL/ELECTRONIC			28375 5				31621 35 38500/29192		32630 33 37500/30200
INDUSTRIAL			23114 3				34100 1		30013 40 34900/25300
MECHANICAL			27000 1				31080 38 37200/26252	34653 3	32482 62 37720/30000
METALLURGICAL									31600 3
ENGINEERING TECHNOLOGY							31775 4		28400 7
INDUSTRIAL TECHNOLOGY									27950 4
OTHER AGRICULTURAL SCIENC									32500 1

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 2

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY		NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST		ENVIRONMENTAL/	MANUFACTURING/
COMPUTER SCIENCE			25353	1				36000	1		
COMPUTER PROGRAMMING								31000	1		
INFORMATION SCIENCES & SY			19493	1							
ARCHITECTURAL & ENVIRONME								29825	4		
MATHEMATICS			19493	2							

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	28020 2		29400 1					29000 1	
MANAGEMENT INFO SYSTEMS	30000 1								24600 1
TELECOMMUN/BROADCASTING									22500 1
TEXTILES & CLOTHING					29000 1				
AEROSPACE & AERONAUTICAL					32350 4	30160 1		32400 1	29850 2
AGRICULTURAL									19000 1
BIOENGINEERING & BIOMEDIC							33000 1	35400 1	32100 1
CHEMICAL					35859 19	26252 1	35316 156 43800/33960	34335 4	34131 7
CIVIL		30906 4			29500 1	24000 1	28200 1	29015 12	31733 3
COMPUTER	31704 2		29778 8	26951 3	28826 2			27000 1	29672 2
ELECTRICAL/ELECTRONIC	31726 17	29788 24 34800/25344	29371 12	32602 12	33588 17	30337 12	33744 5	31659 38 42000/26252	31343 46 40200/25343
INDUSTRIAL	28600 1	30375 4			31400 1	33000 1	30500 2	33000 1	29970 5
MECHANICAL		30713 9	26300 1	29121 4	31074 22 36000/26328	29421 10	34529 15	32500 48 37200/29000	31258 58 38500/26252
METALLURGICAL					31650 2		34550 2	32220 1	28125 4
NUCLEAR								26252 1	
PETROLEUM									29447 3
TEXTILE								34008 1	33500 2
ENGINEERING TECHNOLOGY	31000 1		28000 1	28000 1	32520 2				28200 2
INDUSTRIAL TECHNOLOGY									22000 1
COMPUTER SCIENCE	30750 2		29899 13	32240 1		25020 1			30600 1
COMPUTER PROGRAMMING			32342 4						
ARCHITECTURAL & ENVIRONME								28483 7	26333 3
CHEMISTRY					25750 2	27600 2			

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
MATHEMATICS									30500 1
POLYMER SCIENCE					27000 1				
TEXTILE SCIENCE								31500 1	

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BUSINESS ADMIN (INCL MGMT	18250 2	16000 1			20000 1				
ECONOM & FINANCE (BANKING	22500 1								
MARKETING/MARK MGMT (RESR	19413 1								19000 1
PHYSICAL EDUCATION									16000 1
PSYCHOLOGY	13000 1								17012 3
COMPUTER SCIENCE			18000 1					28427 3	
NURSING				25516 4					
PHARMACY						43667 3			
BIOLOGICAL			15219 2						22250 2
OTHER PHYSICAL & EARTH SC									30000 1

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BUSINESS ADMIN (INCL MGMT	20600 1		20000 2		22757 4	23200 3	23917 1		
ECONOM & FINANCE (BANKING	20500 1				23040 1	28100 5	21500 2	32250 1	
HUMAN RSRCS (incl LABOR R	18750 1								
MANAGEMENT INFO SYSTEMS					26381 4	25013 14	25850 6		
MARKETING/MARK MGMT (RESR						18200 1			
TELECOMMUN/BROADCASTING									13000 1
HISTORY				18954 1		28200 1			
POLITICAL SCIENCE/GOVT	16700 1		14400 1		28300 1	31100 1			
PSYCHOLOGY	19000 1	14788 4		17375 2					
SOCIOLOGY		16000 1		18744 1					
COMPUTER					31167 3		36000 1		
ELECTRICAL/ELECTRONIC					31449 5	28500 2	36400 1		
MECHANICAL						25500 2	26000 1		
ENGINEERING TECHNOLOGY						28800 1			
AGRIBUSINESS									21954 5
NATURAL RESOURCES									16305 1
OTHER AGRICULTURAL SCIENC									19833 3
COMPUTER SCIENCE					26757 66 38000/19500	28424 13	28877 12		
COMPUTER PROGRAMMING					29045 16				
INFORMATION SCIENCES & SY					27525 4	26253 19	29500 2		
SYSTEMS ANALYSIS							31750 4		
HEALTH SCIENCES				16800 1					
BIOLOGICAL						27000 1			

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
MATHEMATICS		21000 1			22874 6	28500 4	25700 2	28233 3	

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		29000 1		21383 6					
BUSINESS ADMIN (INCL MGMT		26680 5		20956 77 27500/18000					15000 1
DISTRIBUTION MANAGEMENT				22350 4					
ECONOM & FINANCE (BANKING		30514 21 40000/26500		22265 60 34000/18000					
HOTEL/RESTAURANT MGMT.				18000 1					
HUMAN RSRCS (incl LABOR R			23623 13	22946 7					
MANAGEMENT INFO SYSTEMS		32600 5		19000 1					
MARKETING/MARK MGMT (RESR		32300 2	23800 1	20881 66 38000/18000					
REAL ESTATE				12000 1					
ADVERTISING				19750 2					
COMMUNICATIONS			18550 2	20055 11					
JOURNALISM				20750 2			16000 1		12000 1
ELEMENTARY EDUCATION									20609 94 30000/18343
PRE-ELEMENTARY EDUCATION									19816 6
PHYSICAL EDUCATION									20884 9
SPECIAL EDUCATION									20632 18
TEXTILES & CLOTHING				27000 5					19900 1
MERCHANDISING MANAGEMENT				19575 8					
FOREIGN LANGUAGES				20684 2					21000 1
LETTERS (incl English, Li				21833 9			22000 1		20964 7
VISUAL & PERFORMING ARTS									22251 6
HUMANITIES - OTHER		32200 1							22000 1
CRIMINAL JUSTICE				17500 2					22500 1

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
HISTORY	20000 1			21400 5					
POLITICAL SCIENCE/GOVT		30000 2	28000 1	21157 7					
PSYCHOLOGY			26500 2	23200 7					18000 1
SOCIOLOGY				22753 3					
SOCIAL SCIENCES-OTHER				26500 1		14000 1			
BIOENGINEERING & BIOMEDIC		34500 2							
CHEMICAL		32980 2		31707 3					
CIVIL		29733 3		27500 2				31000 1	
COMPUTER		29800 1		26252 1					
ELECTRICAL/ELECTRONIC		30675 8		32475 4					
INDUSTRIAL		28667 3		30305 4					
MECHANICAL		28875 4		31860 4					
INDUSTRIAL TECHNOLOGY				13000 1					
AGRIBUSINESS				19600 2					
NATURAL RESOURCES		20000 1							
OTHER AGRICULTURAL SCIENC				19405 4					25000 1
COMPUTER SCIENCE		29500 7			22265 1			31500 1	
COMPUTER PROGRAMMING		32000 1							
INFORMATION SCIENCES & SY		32200 1							
SYSTEMS ANALYSIS		33000 2							
ALLIED HEALTH				22000 1					
PHARMACY								34832 1	
ARCHITECTURAL & ENVIRONME	16515 4	27000 1							

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BIOLOGICAL		24000 2		19667 3			22745 2		19000 1
CHEMISTRY		27500 2							
MATHEMATICS		31375 4		22567 6	27510 5		23000 1		20376 8
TEXTILE SCIENCE				26977 19					

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26140 376 35000/22000	24265 84 35000/19850	20863 125 32000/18500	22836 33 34000/20000	27184 6	24500 2	19000 1	20688 8	26684 48 32000/22000
BACHELOR - TECHNICAL		25500 1		21250 2	30000 1			26000 1	31125 4

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	23400 10	24793 26 31000/20400	22225 19		16333 3	14500 2	20820 5	18684 14	18600 3
BACHELOR - TECHNICAL			25700 1	27000 1			33500 1		

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	17875 12	24722 23 38700/20000	23374 49 32000/19330	22436 13	23511 7	21233 3	23303 213 36000/18000	17183 6	22397 14
BACHELOR - TECHNICAL		32236 5	22800 1		31500 2		29153 48 37000/23000	22000 1	25200 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	24000 1	18825 3	21062 16	20000 1			27250 2		27186 9
BACHELOR - TECHNICAL			24789 14		27500 1		30050 146 45000/26000	31751 18	31872 172 37720/27000

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	28680 3		29400 1		29000 1			29000 1	23550 2
BACHELOR - TECHNICAL	31472 23 36000/29000	30157 41 36120/26000	29821 39 34800/26252	30895 21 35040/26252	32750 73 39000/27000	29375 29 35900/25020	35095 182 43800/33400	31621 117 42000/26252	30952 142 40200/25343

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BACHELOR - NON TECHNICAL	18283 5	16000 1			20000 1				17207 5
BACHELOR - TECHNICAL			16146 3	25516 4		43667 3		28427 3	24833 3

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90 90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	19110 5	15030 5	18133 3	18112 4	24789 10	25511 25 31100/20000	24669 9	32250 1	13000 1
BACHELOR - TECHNICAL		21000 1		16800 1	27287 100 38000/19500	27288 42 34800/23040	29666 23 36400/26200	28233 3	20619 9

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL	20000 1	30351 37 40000/25500	23632 19	21370 287 38000/18000		14000 1	19000 2		20586 147 30000/18000
BACHELOR - TECHNICAL	16515 4	29842 44 36000/27000		26180 54 34000/19000	26636 6		22830 3	32444 3	20701 10

AVERAGE SALARY OFFERS JULY 1990 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 6/4/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	32857 7			35313 24 65500/26000	44233 3	42267 3	29700 2	35450 6	
MBA--TECH				39250 6			34000 4	36200 5	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH		25000 1		38667 3		31960 4			
MBA--TECH	45000 1			42000 1					

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH	27500 1		35680 5			26699 5	32333 3		38000 1
MBA--TECH			34950 2	41500 1			37900 1		

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH					36400 1		41850 2	36000 1	42071 4
MBA--TECH							35800 1		39932 3

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	29500 2	31000 3	42000 3	60000 1				30500 1	36867 3
MBA--TECH		38500 2						40000 1	40650 4

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH	31200 1					47300 2	24600 1
MBA--TECH					45000 2		